

CARTOONS DRAWN BY THE AUSTRIAN EMPEROR IN HIS YOUTH



Murder will out. It had been a matter of current belief for over half a century that the venerable Emperor Francis Joseph of Austria had never, never in all his life departed from the solemn gravity which befits the bearer of a double crown.

Among those flighty Hapsburgs whose adventurous propensities add periodically to the gaiety of nations old Francis Joseph impersonated monarchical dignity and state. All the Hapsburgs had for centuries evinced artistic talent of some kind. The piano or the harp or the violin was played with talent and frequently with love of publicity by various of his predecessors.

Francis Joseph does not like music. He never tried to impress his contemporaries with mellifluous or grandiloquent speeches. He was the settled monarch par excellence. And now what should the catalogue of an auction sale held recently in Vienna offer to collectors of rare books but a collection of engravings from drawings signed F. and dated 1845 and 1846!

Francis Joseph became Emperor at such an early age that his unusual gravity may be attributed to the fact that he had hardly any youth. The drawings reproduced here show, however, that while never very riotous he still had in his boyhood days a pretty keen sense of humor.

In 1845, when in his fifteenth year, he was sent with one of his brothers and a tutor on a visit to the principal Austrian cities

over which he was later to rule. On his return to Vienna he handed to his father a bundle of manuscript, entitled "Memories of My Trip to Italy." Why he called

it a trip to Italy is a mystery, as he hadn't really overstepped the boundaries of Austria. To the notes were appended some illustrations in crayon in which only the very partial eyes of fond parents could discover exceptional artistic gifts. His parents didn't fail to admire the heir apparent's

pictorial achievements. And then his teacher of drawing, Geiger, declared in all earnestness that they were remarkable. Thereupon engravings were made from

the originals and fifty copies of these masterpieces were struck off for near relatives and intimate friends of the future Emperor King.

One copy was deposited at the Imperial Fideikommissbibliothek; the plates were presented to the Historical Museum of Vienna.

The natural beauties and architectural wonders of Austria seem to have left the young Prince entirely indifferent. On the other hand the boy of fifteen, in the most sentimental years of the century, 1845 and 1846, is seen to have been attracted almost exclusively by grotesque or realistic scenes.

How he delights in picturing some travellers who are writhing in the throes of seasickness! Or he catches the eager glance of a priest who stops at the door of the village inn to secure refreshment for his mule and for himself.

An English tourist on horseback who, unconscious of the preposterous figure he cuts, opens an umbrella to shelter himself from the rain or the sun; a street faker observed on the Trieste waterfront, picturesque Austrian longshoremen—such are the subjects that made the deepest impression on the youthful prince.

More than the reminiscences of Fraulein von Sturmfeder and others whose pens have described with many details little Francis Joseph in the period before he ascended the throne the illustrations of "My Trip to Italy" reveal the psychology of the fifteen-year-old boy who was three years later to assume the sceptre of the Austrian monarchy.

MILLIONS YEARLY ENTRUSTED TO WOMEN TO SPEND

Twice as Many Women Buyers Representing Out of Town Firms Now in New York as There Were Two Years Ago—Reasons Why Women Are Succeeding in a Difficult and Arduous Calling Once Monopolized by Men.

An important change is going on in the army of buyers which is sent to New York twice a year by commercial houses all over the United States and which spends in the aggregate millions of dollars at the wholesale establishments here. More and more women are becoming conspicuous in it. This is another

"That is the handicap we have to overcome," said a trim, alert woman who recently put up at one of the New York hotels, which never before it its history had entertained a woman buyer. "But the success women are attaining as buyers has surprised merchants in general and encouraged women everywhere to edu-

cate themselves for the work." At a big wholesale house the manager, speaking offhand, was of the opinion that there were now in town twice as many women buyers from places outside of New York as at this time two years ago, and easily five times as many as there were ten years or so ago. He admitted this without expressing anything more than lukewarm admiration for the woman buyer, who to some extent he thinks owes her advancement to the fact that there are so many poor men buyers. She has gained her present position by a natural process of evolution more than by exceptional pluck or talent, he believes. Illustrating this point he continued:

"The change in the personnel of buyers in a score of years is great. Twenty years or so ago merchants from the larger towns and the smaller cities of the United States came themselves to New York to buy goods enough to stock up their stores for pretty nearly a year. Anything else they needed during the year they bought from samples. These were intelligent business men with whom it was a pleasure to deal. Sometimes they brought their wives or families along. That was before the department store idea had struck any but the large cities. Later the department store made its appearance in nearly every big town and a couple of buyers were sent instead of the proprietor to sample the New York market. Then women as well as men got in line for promotion to the post of buyer. It was pure accident by the way which caused a sort of boom in one town and some others adjacent to it in favor of women buyers.

"The proprietor of the biggest store in that town had never dreamed of intrusting anything so important as selecting a stock of spring and summer clothing for women to a woman. A relative of the proprietor held the post of chief buyer and under him was a young man who had grown up with the business. When it came time to buy the spring goods neither of these men was able to go to New York and in the emergency the merchant gave the job to his head saleswoman and told her to go ahead and do her worst.

"Her trip to New York resulted in better business than usual that spring for the departments she represented and all the country round about knew it. The next season each of three nearby towns sent a woman buyer to New York.

"Really, in some lines of goods peculiarly feminine the woman buyer is better than the man buyer, but in other lines and in transactions involving taking chances the man is far ahead.

"As a rule the man's ideas of proportion are better, he makes better forecasts, is more successful at taking a gamble, as we say, which means at handling absolutely new goods and fashions which may or may not make a hit in the place he represents.

"Good judgment, the ability to fore-

cast what will be used, is even more necessary than good taste and a nice eye for color. If a buyer always consulted his own taste in buying goods he could cause the loss of thousands of dollars for an employer in one year. A woman's prejudices often stand in the way of her success as a buyer. I have known cases like that. A man will put his prejudices one side if they are going to interfere with a good business deal, a woman seldom or never will.

"Two or three years after a woman has taken a prejudice against a certain concern or a department of that concern she is still hugging that prejudice. Tell her that this year the stock there is exceptionally fine, better than that in some other place she favors more, and lower in price too, and she won't even go to see if it's true. The successful man buyer is much freer minded."

"The proprietor of the retail store referred to explains the woman buyer's success differently. She works harder, is willing to work harder than the average man buyer and pays more attention to details, he believes.

"The best men buyers," he went on, "often show a breadth of view and ability to put through large transactions in a large way such as few women possess. I doubt if in these respects women buyers will ever be the equal of some men buyers or able to take their place. Probably the bigger operations will always remain in the hands of men. But comparing the rank and file of women and men buyers the former are better workers, as I have said, more conscientious, more ready to go into small details which count a good deal toward profit or loss.

"There are women of remarkable intelligence and business sense entering this field now, which is the reason they are succeeding, and although a woman may start in at a lower salary than the average man does, this is a field where there are no set prices. Invariably a buyer may demand and get all he is worth, and how much he is worth is told by the

profits of the departments for which he buys. There is no guessing about it.

"The buyer for the fur department of one of the biggest New York department stores is a woman who has done so well that the firm is more than satisfied with her work. Now the stock she controls represents many thousands of dollars and she serves an exacting and fussy clientele, which makes the case all the more exceptional."

"There are two things a woman who must take up the profession of buyer must master," said a woman buyer who is here selecting a stock of goods to go to a Western city. "First, all that there is to know about some one line of goods, next, her vanity."

"There are other things too she must learn, but those I have mentioned come first. For this reason the profession is not apt to get overcrowded."

"Many women who would like to take up the work, who are intelligent, have excellent judgment and show considerable business capacity are disqualified because they are not thoroughly acquainted with any one line of goods. In other words, they have not been brought up in a store and to handle goods. They think they know something about values and qualities, but they don't. They are mere babes at it."

"On the other hand there are young women who know everything there is to know about certain fabrics or garments but who lack the poise, business sense and confidence absolutely essential to a buyer who would succeed. They are woefully deficient in initiative."

"In the New York store where I was first employed as saleswoman and where I learned practically all I know about goods and business methods was a saleswoman, quite a youngster, who had worked up from cash girl and whose penchant was laces. She wanted to sell laces, and when promotion came to her she was put at the lace counter. In a very short time that girl was referred to as an expert by some of the drummers who used to drop in to get her opinion

about one or another sample of lace.

"How would that go, at what price?" a man would ask.

"The girl would feel the lace, examine it carefully and answer, perhaps, 'That would go off with a rush at about 10 cents a yard retail.'"

"I guess that's about right," the man would say. "At wholesale it is 12 1/2."

"In the very finest as well as the cheapest laces she had the same knack. Now naturally one would think that she was a born buyer. As it is, that girl is still

buyer. She must make the department she represents pay well, or there is no future for her in this line of work. For this reason it is especially important that she should have a free hand to improve the very least opportunity to make a good bargain. Fortunately or unfortunately, even the most businesslike of women are predisposed to buy from the person who treat them most courteously, even if they lose a little money by it, and they can't afford to indulge this feeling at the start."

"Between men the practice of entertaining means less, and besides between



THE EVOLUTIONS OF THE BUYER.

way of saying that the woman buyer, a comparatively recent manifestation in the business world, is doing good work and that women with the right qualifications find the calling one of the most remunerative as well as one of the most arduous a woman can engage in.

Further, the need for clever women buyers is greater now than it has ever been. Clever women buyers are not so scarce as are clever men buyers, but they are far from plentiful, and according to one authority as against a fairly good man buyer a fairly good woman buyer has practically no show. The man gets the preference every time. The woman who wants to get ahead in this line of work must be more than fairly good.

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EXPERTS IN THEIR LINE.



STRICTLY BUSINESS.

selling laces and she will never get any higher because of lack of initiative and confidence in herself. There are many cases like that. Lack of confidence keeps many women selling goods at \$15 a week instead of reaching out for a possible \$50 a week.

"About the vanity? Well, it's like this, to give a personal illustration: When I began buying and had my first offer of a fine luncheon at the expense of the saleswoman who was trying to get me to place an order, I was inclined to take it as a personal compliment. My vanity was gratified, although I did not accept the courtesy at the time. Then I thought the matter over and came down to cold facts with a thud. I had been offered exactly what would have been offered to any other buyer, man or woman. Then I did some more thinking and made a resolution, which I have kept so far, and that is never to accept so much as a box of candy or a book from any one with whom I have business dealings for my firm. The woman buyer who makes and sticks to this resolution doesn't lose a great deal and she gains tremendously in the long run.

"It is uphill work at first for the woman

men it need not be necessarily one-sided. The man buyer from the West, say, accepts a lunch or dinner and tells his entertainer, 'Now when you strike our town just let me know. He means it too. A woman can't do that.'

"If the woman buyer makes good during her first and her second season she has nothing more to fear. It is profits her employer is concerned with, not how or where she buys the goods. She is not interfered with and this is one of the charms of the work."

"For example, a woman who had been buying certain lines of goods for a large store in the West continued placing the bulk of her orders with a certain New York house, although a rival house had made several bids for her patronage. Finally a representative of the second house was sent out West to see the head of the firm this woman represented. Said he:

"I can show you that you can save such and such a percentage on certain lines of goods by dealing with my firm."

"The head of the firm listened, touched a bell, asked to have a certain ledger brought to him. Running his eye over a column of figures he closed the book and said to the saleswoman: 'The profits in that buyer's department are so satisfactory that I do not feel justified in interfering with her methods.' That was all."